



STATE OF IOWA
MASTER AGREEMENT
 Contract Declaration and Execution

EFFECTIVE BEGIN DATE: 12-20-2008
 EXPIRATION DATE: 12-19-2009
 PAGE: 1 of 5

VENDOR:

PERFORMANCE FINISH INC
 6810 Hickory Ln

Urbandale, IA 50322
 USA

VENDOR CONTACT:

Kevin Lind
 PHONE: 515-208-1905 EXT:
 EMAIL: info@performancefinishinc.com

FOB FOB Dest, Freight Prepaid

ISSUER:

JEANETTE CHUPP
 PHONE: 515-281-6288
 EMAIL: Jeanette.Chupp@iowa.gov

Contract For: Floor Finish on hard-surface floors with 36-month warranty

The parties agree to comply with the terms and conditions on the following attachments which are by this reference made a part of the Agreement.

Attachment 1: General Terms and Conditions for services/goods contracts posted at web-site:

http://das.gse.iowa.gov/terms_goods.pdf and http://das.gse.iowa.gov/terms_services.pdf

Attachment 2: Contractor's Response to Competitive RFB0709005006 of December 4, 2008, on file with the Dept. of Administrative Services, General Services Enterprise. This includes Performance Floor's exceptions in RFB Section 4.2, areas not considered to be normal foot traffic and the Capitol Building, 2nd floor rotunda.

- Supervisory Personnel: Kevin Lind and Doug Nassiff
- Certified Technical and Support Personnel: Ben Spencer, Byron Valasquez and Felipe Mendez.
- Products: High and Mighty II, water based aliphatic urethanes and other hard-surface floor care products
- Services: Consultative Services for hard-surface floor care and long-term maintenance
- Guarantee: Hard-surface floor applications are guaranteed against dulling and/or scratching resulting from normal foot traffic for a period of 36-months, dating from the date of application.
- FOB: Destination
- Payment Terms: Net 60 Days

RENEWAL OPTIONS

FROM 12-20-2009 TO 12-19-2010

FROM 12-20-2010 TO 12-19-2011

FROM 12-20-2011 TO 12-19-2012

AUTHORIZED DEPARTMENT

ALL

IN WITNESS WHEREOF, this Agreement has been executed by the parties hereto.

CONTRACTOR		STATE OF IOWA	
CONTRACTOR'S NAME (If other than an individual, state whether a corp., partnership, etc.) PERFORMANCE FINISH INC		AGENCY NAME <i>Iowa Dept. of Administrative Services</i>	
BY (Authorized Signature) <i>[Signature]</i>	Date Signed <i>12-21-08</i>	BY (Authorized Signature) <i>Jeanette Chupp</i>	Date Signed <i>Dec. 18, 2008</i>
Printed Name and Title of Person Signing KEVIN LIND		Printed Name and Title of Person Signing <i>Jeanette Chupp</i>	
Address 6810 HICKORY LANE, URB, IA 50322		Address <i>1305 E. Walnut, Des Moines, Iowa</i>	



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MA# 005 3552-09

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LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
1	0.00000		36020	\$0.000000
FROM:12-20-2008TO:12-19-2009				\$0.000000
			Floor Covering, Seamless (All Types)	
			Floor Finish & hard-surface floor care - 36 month Guarantee	
			Consultative Services and products specifically related to hard-surface floor care and long-term maintenance, including but not limited to:	
			PRODUCTS:	
			- High and Mighty II water-based aliphatic urethanes	
			- Ultra-Wear 3-layer ceraminc-based urethanes	
			- Performance Finish Cleaner	
			- Urethane Chair Casters	
			- High-Performance floor maintenance supplies.	
			SERVICES:	
			- Maintenance training	
			- Inspection	
			- Retro-fit recommendations	
			- Damage Control	
			- Environmental Site Awareness	
			- Green Floor Care	
			- Health and Safety Precautions.	
2	0.00000	SQFT	96196	\$2.920000
				\$0.000000
			Non-Professional Services (Not Otherwise Classified)	
			Price Schedule A. Re-Application Projects	
			Re-Application Projects	
			36-Month Warranty	
			from 100 to 1,999 square feet	
3	0.00000	SQFT	96196	\$2.550000
				\$0.000000
			Non-Professional Services (Not Otherwise Classified)	
			Price Schedule A. Re-Application Projects.	
			Re-Application Projects	
			36-Month Warranty	
			from 2,000 to 9,999 square feet	
4	0.00000	SQFT	96196	\$2.320000
				\$0.000000
			Non-Professional Services (Not Otherwise Classified)	
			Price Schedule A. Re-Application Projects	
			Re-Application Projects	
			36-Month Warranty	
			10,000 square feet or more	
5	0.00000	SQFT	96196	\$2.920000
				\$0.000000
			Non-Professional Services (Not Otherwise Classified)	
			Pricing Schedule B. New Flooring	
			New Flooring Projects	
			36-Month Warranty	
			from 100 to 1,999 square feet	
6	0.00000	SQFT	96196	\$2.550000
				\$0.000000
			Non-Professional Services (Not Otherwise Classified)	
			Pricing Schedule B. New Flooring	
			New Flooring Projects	
			36-Month Warranty	
			from 2,000 to 9,999 square feet	



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7	0.00000	SQFT	96196	\$2.320000 \$0.000000
			Non-Professional Services (Not Otherwise Classified) Pricing Schedule B. New Flooring New Flooring Projects 36-Month Warranty 10,000 square feet or more	
8	0.00000	SQFT	96196	\$3.220000 \$0.000000
			Non-Professional Services (Not Otherwise Classified) Price Schedule C. Acrylic Wax Strip & Urethane Application Acrylic Wax Strip and Urethane Application 36-Month Warranty from 100 to 1,999 square feet \$2.92 / sq ft + \$.30 / sq ft	
9	0.00000	SQFT	96196	\$2.850000 \$0.000000
			Non-Professional Services (Not Otherwise Classified) Price Schedule C. Acrylic Wax Strip & Urethane Application Acrylic Wax Strip and Urethane Application 36-Month Warranty from 2,000 to 9,999 square feet \$2.55 / sq ft + \$.30 / sq ft	
10	0.00000	SQFT	96196	\$2.620000 \$0.000000
			Non-Professional Services (Not Otherwise Classified) Price Schedule C. Acrylic Wax Strip & Urethane Application Acrylic Wax Strip and Urethane Application 36-Month Warranty 10,000 square feet or more \$2.32 / sq ft + \$.30 / sq ft	
11	0.00000	SQFT	96196	\$3.120000 \$0.000000
			Non-Professional Services (Not Otherwise Classified) Pricing Schedule D. Remove Finish & Urethane Application Remove Unidentified Finish and Urethane Application 36-Month Warranty from 100 to 1,999 square feet \$2.92 / sq ft + \$.20 up to \$1.00 / sq ft	
12	0.00000	SQFT	96196	\$2.750000 \$0.000000
			Non-Professional Services (Not Otherwise Classified) Pricing Schedule D. Remove Finish & Urethane Application Remove Unidentified Finish and Urethane Application 36-Month Warranty from 2,000 to 9,999 square feet \$2.55 / sq ft + \$.20 up to \$1.00 / sq ft	
13	0.00000	SQFT	96196	\$2.520000 \$0.000000
			Non-Professional Services (Not Otherwise Classified) Pricing Schedule D. Remove Finish & Urethane Application Remove Unidentified Finish and Urethane Application 36-Month Warranty 10,000 square feet or more \$2.32 / sq ft + \$.20 up to \$1.00 / sq ft	



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LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
14	0.00000	SQFT	96196	\$1.100000 \$0.000000
Non-Professional Services (Not Otherwise Classified) Pricing Schedule E. Capitol Building 2nd Floor Rotunda State Capitol Building, 2nd Floor Rotunda 36-Month Warranty Area: 5,102 sq ft Price: \$1.10 / sq ft per year				
15	0.00000	SQFT	96196	\$0.980000 \$0.000000
Non-Professional Services (Not Otherwise Classified) Pricing Schedule F. Wood and Concrete 2nd Coat Wood and Concrete 2nd Coat 36-Month Warranty from 100 to 1,999 square feet \$.98 / sq ft				
16	0.00000	SQFT	96196	\$0.850000 \$0.000000
Non-Professional Services (Not Otherwise Classified) Pricing Schedule F. Wood and Concrete 2nd Coat Wood and Concrete 2nd Coat 36-Month Warranty from 2,000 to 9,999 square feet \$.85 / sq ft				
17	0.00000	SQFT	96196	\$0.780000 \$0.000000
Non-Professional Services (Not Otherwise Classified) Pricing Schedule F. Wood and Concrete 2nd Coat Wood and Concrete 2nd Coat 36-Month Warranty 10,000 square feet or more \$.78 / sq ft				



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TERMS AND CONDITIONS

Terms & Conditions Goods

The parties agree to comply with the terms and conditions on the following web site which are by this reference made a part of the Agreement.

General Terms and Conditions for goods contracts are posted at: http://das.gse.iowa.gov/terms_goods.pdf

Terms & Conditions Service

The parties agree to comply with the terms and conditions on the following web site which are by this reference made a part of the Agreement.

General Terms and Conditions for service contracts are posted at: http://das.gse.iowa.gov/terms_services.pdf



TECHNICAL DATA SHEET

HIGH & MIGHTY is:

- A single coat finish designed for resilient floors such as VCT, linoleum, sheet vinyl and more.
- An ultra-durable alternative to traditional “wax-type” finishes.
- A foundation that is highly chemical and abrasion resistant.
- A procedure that presents dramatic labor savings to its users and is very easy to maintain.
- A non-yellowing product that eliminates the need for routine burnishing and stripping.
- An environmentally-friendly solution that may help facilities attain multiple LEED points.

PRODUCT BENEFITS OVERVIEW:

- High Gloss, Satin & Matte Available
- Abrasion Resistant
- 2 hour pot life
- Very low odor
- Low VOC's
- Very Slip Resistant
- Grit additives available
- Extremely chemical resistant
- Roller Application
- Water Clean-Up
- VOC Compliant in California

PHYSICAL PROPERTIES:

Gloss	90-95° @ 60° angle – ASTM Standard
Weight per Gallon	8.65 lb. ± 0.2 lb. per gallon
% Non-Volatile	35.5% ± 1%
Viscosity	Part A Only; 72-80 KU @ 77° F
Hardness	4H
Dry to Touch	2 – 2.5 hours @ 77° F, 50% R.H.
Dry to Walk On	4.5 hours @ 77° F, 50% R.H.
Pot-Life	2 hours approximately
VOC's	Less than 210 g/l, catalyzed Part A & B, and water reduction, as specified
Slip Resistance	0.64 Universal Slip Tester - Exceeds OSHA & ADA requirements

3.2.5.5	Operations Office: 5808 NW 104 th Court Johnston, Iowa, 50131 Tel: 515.208.1905
3.2.5.6	Employees in local office: 5 Total employees: 11
3.2.5.7	PFI provides consultative services as well as products specifically related to hard-surface floor care and long-term maintenance. Consultative services include, but are not limited to: Maintenance training, inspection, retro-fit recommendations, damage control, environmental site awareness, green floor care, and health and safety precautions. Products include, but are not limited to: High and Mighty II water-based aliphatic urethanes, Ultra-Wear 3-layer ceramic-based urethanes, Performance Finish Cleaner, urethane chair casters, and high-performance floor maintenance supplies.
3.2.5.8	Kevin Lind, President 6810 Hickory Lane Urbandale, Iowa, 50322 Tel: 515.208.6250

Cost Proposal

In accordance with the requirements under RFB0709005006 and the qualifying statements within this cost proposal, Performance Finish Incorporated shall offer the following pricing schedules to Iowa Dept. of Administrative Services for provisions of all labor, supervision, management, management support, transportation, supplies, equipment, materials, and application of 3-part water-based aliphatic urethane floor finish. Said pricing is broken down into six (6) relevant categories according to the needs of the Iowa Dept. of Administrative Services: Reapplications over existing urethane finish, urethane application over new flooring, floors needing to be stripped of acrylic wax and sealed with urethane, and floors with unidentifiable floor finish requiring removal processes and application of urethane, State of Iowa Capital Building 2nd floor rotunda, wood and concrete 2nd coat.

Performance Finish Incorporated is prepared to guarantee the floors against dulling and/or scratching resulting from normal foot traffic for a period of 36 months, dating from the date of application. Areas not considered to be normal foot traffic include under the legs of heavy tables, under the casters of swiveling chairs, under the legs of sliding chairs, under the wheels of heavy rolling carts, and under metal or wood display cases. Furthermore, the 2nd floor rotunda floors of the State of Iowa Capital Building are not considered normal foot traffic during legislative sessions due to the extreme nature of the foot traffic. Therefore, Performance Finish

Incorporated will repair any dulling or scratching caused by normal foot traffic at no cost to the Iowa Dept. of Administrative Services during the guarantee period.

Due to the extreme traffic caused by legislative sessions in the 2nd floor rotunda areas of the State of Iowa Capital Building, annual reapplications are recommended to maintain desired gloss and durability. Pricing for annual reapplications is listed under "Schedule E" in the following schedules.

Due to the high porosity of wood and concrete floors, floor finishes tend to soak deeply into the pores on a 1st coat and do not present a smooth, high gloss finish. Therefore, Performance Finish Incorporated recommends a 2nd coat to reach desired gloss levels and desired texture. Pricing for 2nd coats immediately following initial coats is listed under "Schedule F" in the following schedules.

Pricing Schedule A (Reapplications)

100 – 1,999 sq ft	\$2.92 per sq ft
2,000 – 9,999 sq ft	\$2.55 per sq ft
10,000 + sq ft	\$2.32 per sq ft

Pricing Schedule B (New Flooring)

100 – 1,999 sq ft	\$2.92 per sq ft
2,000 – 9,999 sq ft	\$2.55 per sq ft
10,000 + sq ft	\$2.32 per sq ft

Pricing Schedule C (Acrylic Wax Strip & Urethane Application)

100 – 1,999 sq ft	\$2.92 per sq ft + \$0.30 per sq ft
2,000 – 9,999 sq ft	\$2.55 per sq ft + \$0.30 per sq ft
10,000 + sq ft	\$2.32 per sq ft + \$0.30 per sq ft

Pricing Schedule D (Remove Unidentified Finish & Urethane Application)

100 – 1,999 sq ft	\$2.92 per sq ft + \$0.20 up to \$1.00 per sq ft
2,000 – 9,999 sq ft	\$2.55 per sq ft + \$0.20 up to \$1.00 per sq ft
10,000 + sq ft	\$2.32 per sq ft + \$0.20 up to \$1.00 per sq ft

Pricing Schedule E (State of Iowa Capital Building 2nd Floor Rotunda)

5,102 sq ft	\$1.10 per sq ft per year
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Pricing Schedule F (Wood and Concrete 2nd Coat)

100 – 1,999 sq ft	\$0.98 per sq ft
2,000 – 9,999 sq ft	\$0.85 per sq ft
10,000 + sq ft	\$0.78 per sq ft

Experience

Performance Finish Incorporated moved the corporate headquarters from West Des Moines, Iowa to the current business address in 2007. Since 2003, the primary focus of PFI has been industrial-grade, water-based, aliphatic urethane floor finishes and their successful application in commercial settings. PFI's current staff and crews have a combined 40+ years experience testing and/or applying high-performance urethane floor finishes in both commercial and residential settings. During the past 6 years, PFI has been closely involved in field testing new formulations, qualifying improved application techniques, and developing better methodology as it specifically relates to commercial floor finishes and their various applications. PFI is sole distributor of the following products in the state of Iowa:

- High and Mighty II (gloss, satin, matte, and pigmented) water-based aliphatic urethane floor finish
- High and Mighty Remover
- High and Mighty Base Coat Sealer

PFI also provides the following products to various commercial and residential customers in the state of Iowa, who utilize PFI's exclusive urethane floor finishes:

- Prefect 40 Epoxy
- Moist Seal Concrete Base Coat Sealer
- Citric Acid Floor Neutralizer
- Fade-A-Dyne Stain Remover
- Microfiber Frames and Mops
- Urethane Chair Casters
- Heavy Duty Felt Pads
- Sled Base Glides
- Snap-On Ball Glides
- Slip-Over Floor Savers
- Wrap-Around Floor Savers
- Zipglide Leg Sleds
- Threaded Table Levelers